



# **SAP Business One**

## **A Single System to Streamline Your Entire Business**

March 2017

PUBLIC



# About SAP SE

## EMPLOYEES AND BASIC FACTS

- Headquarters: Walldorf, Germany
- Founded: April 1, 1972
- Listing: Frankfurt, New York
- 84,183 employees worldwide (12/31/2016)

## CUSTOMERS

- SAP serves >345,000 customers in 190 countries
- 80% of SAP customers are SMEs

## MARKET POSITION

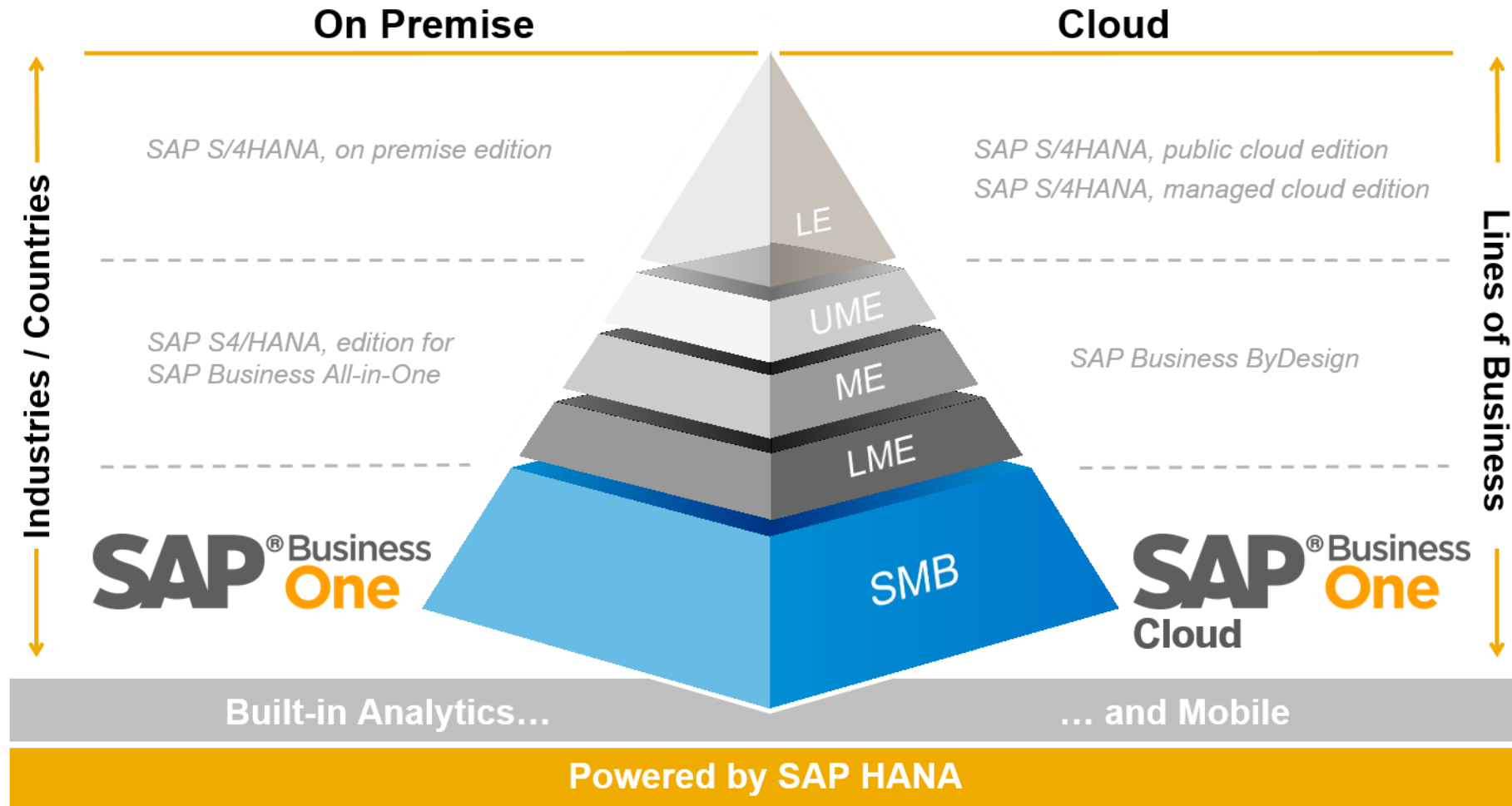
### ENTERPRISE APPLICATION SOFTWARE

- SAP is market leader in
  - applications
  - analytics
  - mobility solutions
- Fastest growing database vendor
- Broadest portfolio of modular and suite solutions available on premise, in the cloud and hybrid: customers have full choice of consumption model



# The SAP Business One Positioning

SAP's ERP Solution for small and midsize businesses

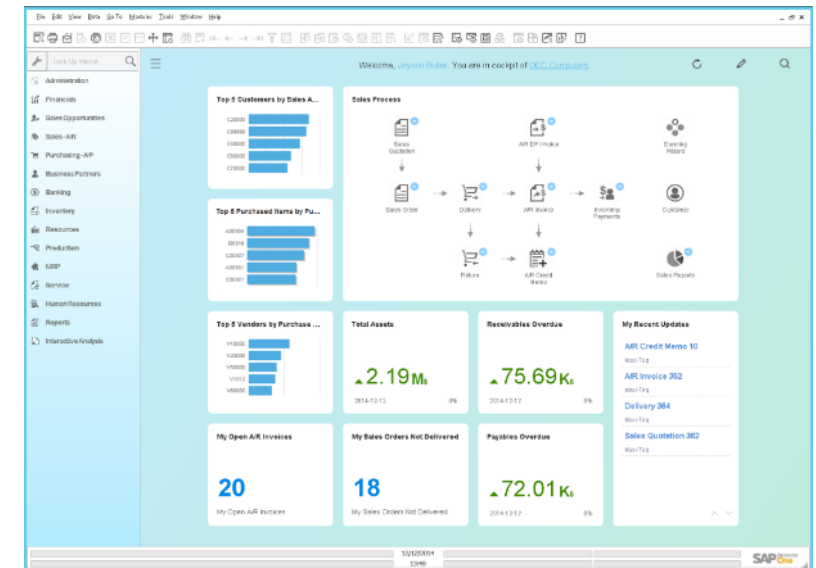


# SAP Business One

Manage every aspect of your small or midsize business

**Gain greater control over your SME or subsidiary with SAP Business One, business management software designed to grow with you. Trusted by over 55,000 companies in 150+ countries, this single solution streamlines your key processes – from accounting and CRM to supply chain management and purchasing.**

- Capture all of your business information in a single, scalable system
- Get quick answers to your most pressing questions with integrated business intelligence and analytics powered by SAP HANA
- Give employees on-the-go access via intuitive mobile apps
- Deploy on premise or in the cloud in as little as 2 to 8 weeks\*



\*All implementation results are for informational purposes only and the examples provided while based on actual SAP customers' experiences do not represent commitments or guarantees by SAP and/or its partners. Actual pricing, costs, and implementation results may vary, based on customer-specific requirements and needs. The only warranties for SAP products and services are those that are set forth in the express warranty statements accompanying such products and services, if any. Nothing herein should be construed as constituting an additional warranty.

# The SAP Business One Solution Stack





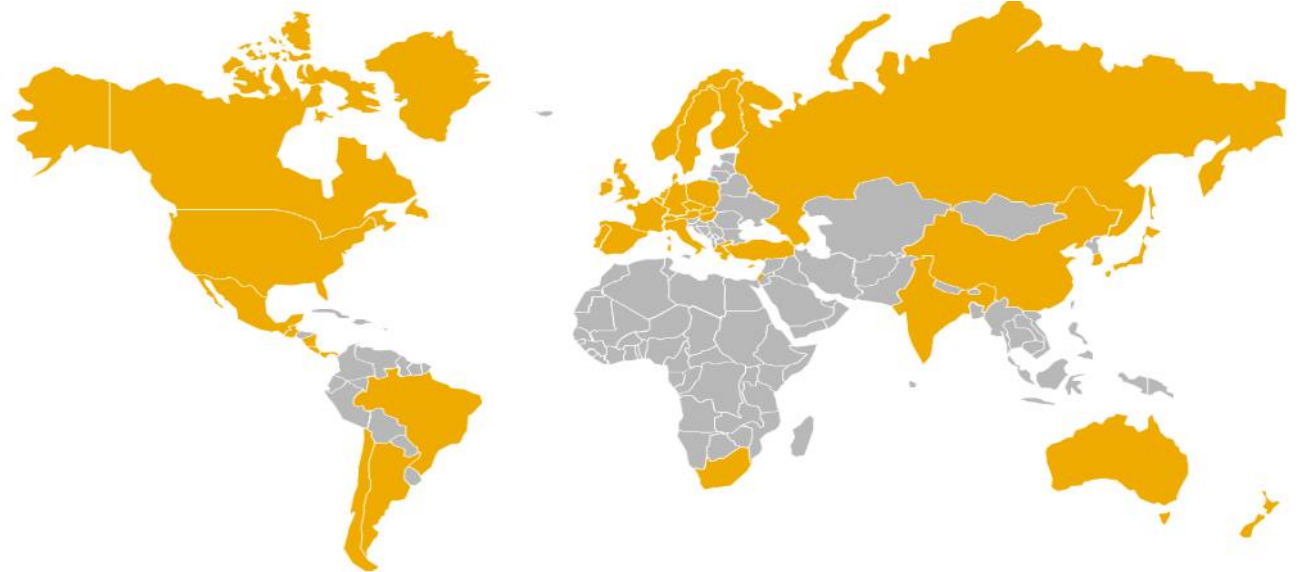
# SAP Business One Used in 150+ Countries

## Current localizations (43)

Argentina	Denmark	Italy	Singapore
Australia	Finland	Japan	Slovakia
Austria	France	Mexico	South Africa
Belgium	Germany	Netherlands	South Korea
Brazil	Greece	New Zealand	Spain
Canada	Guatemala	Norway	Sweden
Chile	Hong Kong	Panama	Switzerland
China	Hungary	Poland	Turkey
Costa Rica	India	Portugal	United Kingdom
Cyprus	Ireland	Puerto Rico	United States
Czech Republic	Israel	Russia	

## Countries making use of existing localizations

Customers in 110+ countries use localizations of other countries, own customization or partner solution













## Languages solution currently translated to (27)\*

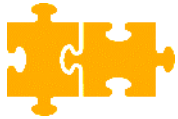
Arabic, Chinese (simplified), Chinese (traditional), Czech, Danish, Dutch, English (UK), English (US), Finnish, French, German, Greek, Hebrew, Hungarian, Italian, Japanese, Korean, Norwegian, Polish, Portuguese (Brazil), Portuguese, Russian, Slovak, Spanish (Latin America), Spanish, Swedish, Turkish

\* There are several convenient options to make additional languages available. One option is using a partner solution, for some countries these are bundled with functional add-ons. Another simple option is to define customer specific UI language terms using the Custom Language Tool as detailed in SAP note [1757764](#).

# SAP Business One Key Functionality

 <b>SAP Business One Client</b>	 <b>Mobile</b>	 <b>Analytics/Dashboards</b>	 <b>Multilingualism/Localizations</b>		
 <b>Financials</b>	 <b>Sales</b>	 <b>Service</b>	 <b>Purchasing</b>	 <b>Inventory</b>	 <b>Production</b>
<ul style="list-style-type: none"><li>• Chart of accounts</li><li>• Journal entries</li><li>• Posting templates</li><li>• Recurring postings</li><li>• Exchange rates in multiple currencies</li><li>• Financial reports</li><li>• Budget mgmt</li><li>• Cost accounting</li><li>• Multiple posting periods</li><li>• Incoming payments</li><li>• Outgoing payments</li><li>• Payment run</li><li>• Bank statement processing</li><li>• Checks</li><li>• Credits</li><li>• Deferred payments</li><li>• Account reconciliation</li><li>• DATEV / ELSTER</li><li>• Fixed Assets</li><li>• Multi-branch</li><li>• SEPA</li></ul>	<ul style="list-style-type: none"><li>• Opportunity and pipeline mgmt</li><li>• Contact mgmt</li><li>• Activities mgmt</li><li>• Calendar</li><li>• Campaign mgmt</li><li>• Blanket agreements</li><li>• Quotations</li><li>• Purchase orders</li><li>• Deliveries</li><li>• Returns</li><li>• Invoices</li><li>• Dunning</li><li>• Price lists in multiple currencies</li><li>• Special prices</li><li>• Period and volume discounts</li><li>• Customer mgmt</li><li>• Gross profit calculation</li><li>• Microsoft Office integration</li></ul>	<ul style="list-style-type: none"><li>• Service mgmt</li><li>• Service planning</li><li>• Tracking across multiple customer interactions</li><li>• Equipment card handling</li><li>• Service Dashboards</li><li>• Service contracts</li><li>• Mobile Interaction</li><li>• Recurring transactions</li><li>• Human resource integration</li><li>• Knowledge database</li><li>• Service calendar</li><li>• Service call processing</li></ul>	<ul style="list-style-type: none"><li>• Purchase request</li><li>• Purchase quotations</li><li>• Web-enabled RFQ</li><li>• Purchase orders</li><li>• Goods receipt POs</li><li>• Goods returns</li><li>• A/P Invoice</li><li>• A/P Reserve Invoice</li><li>• Down-payment Invoice/Request</li><li>• Cancel Marketing Documents</li><li>• A/P credit memos</li><li>• Landed costs</li><li>• Intrastat</li><li>• Import Process</li><li>• Workflow</li><li>• Resources</li></ul>	<ul style="list-style-type: none"><li>• Item mgmt</li><li>• Item lists</li><li>• Price lists</li><li>• Goods receipts</li><li>• Goods issues</li><li>• Inventory transactions</li><li>• Transfers</li><li>• Serial number mgmt</li><li>• Batch number mgmt</li><li>• Pick and pack</li><li>• Recurring transactions</li><li>• Inventory Tracking</li><li>• Bin Location</li><li>• Multiple Measurements</li><li>• Inventory Counting</li></ul>	<ul style="list-style-type: none"><li>• Bills of material</li><li>• Item Sets</li><li>• Production orders</li><li>• Goods issues</li><li>• Goods receipts</li><li>• Production Dashboards</li><li>• GL Account Determination</li><li>• Life Cycle mgmt</li><li>• Item cost calculation</li><li>• Forecasts</li><li>• MRP</li><li>• Drop Ship</li><li>• Make to order</li><li>• Resource</li><li>• Order recommendations</li></ul>

# Integration Capabilities at a Glance



## Standard Integration Scenarios

(capability delivered with SAP Business One)

Dashboards, SAP mobile apps, outsourced payroll, automated request for quotation, integration of web-based SAP Customer Checkout application, Ariba Network integration (purchase order and invoice automation), SAP Hybris Cloud for Customer (best practice for sales side)



## Possible Integration Scenarios

(Integration framework as development environment)

Non-SAP, cloud-based extensions, electronic data interchange, social networks, collaboration (business to business, business to consumer), web shop, web services



## Subsidiary Integration

(dedicated integration solutions out-of-the-box)

Integrates SAP Business One running in subsidiaries\* with SAP Business Suite software in headquarters' location

- Data harmonization, financial consolidation, business process standardization, and supply chain optimization
- Pre-configured scenarios for master data, sales, purchasing, HQ reporting, and finance as well as customer-specific content



## Intercompany Integration Solution

(dedicated application out-of-the-box)

Integrates different SAP Business One databases in a seamless and easy to consume way:

- Streamline and automate intercompany transactions and processes, such as master data distribution and financial consolidation

\* Including branches or franchises of large enterprises



# Complementary Solutions

## Solutions developed by software solution partners extend SAP Business One

- Software solution partners have the industry expertise and customer focus to offer industry-specific and horizontal solutions
- The solutions are fully integrated into SAP Business One and certified by SAP
- The solutions can be deployed on premise, in the cloud, or for SAP Business One, version for SAP HANA



### Industry solutions

Cover business needs for industries, including:

Automotive	High tech
Chemicals	Industrial machinery and components
Consumer products	Discrete and process manufacturing
Retail	Engineering, construction, and operations
Wholesale distribution	Media
Professional services	Supply chain management
Healthcare	Mill products
Pharmaceuticals	



### Horizontal extensions

Going beyond generic business needs e.g.:

Productivity

Accounting

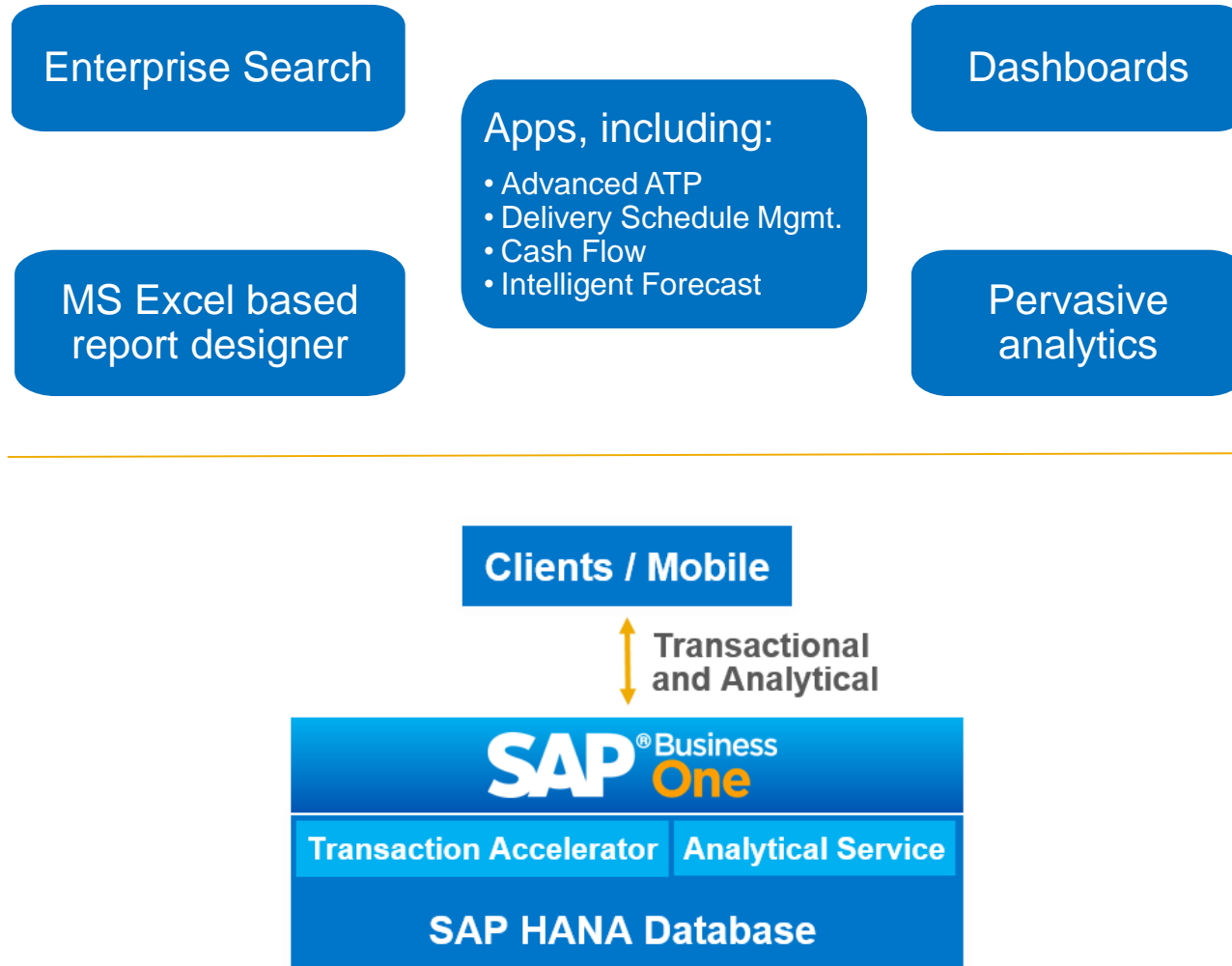
Payment

Enhanced CRM

Reporting

Mobility

# SAP Business One, Version for SAP HANA



## Key Features

- Enterprise search
- Dashboards and analysis, predictive analysis capability
- Ad hoc analysis
- Microsoft Excel-based report designer
- Pervasive analytics
- Apps available with SAP Business One, version for SAP HANA (advanced available-to-promise (ATP), delivery schedule management, cash flow forecast and intelligent forecast)

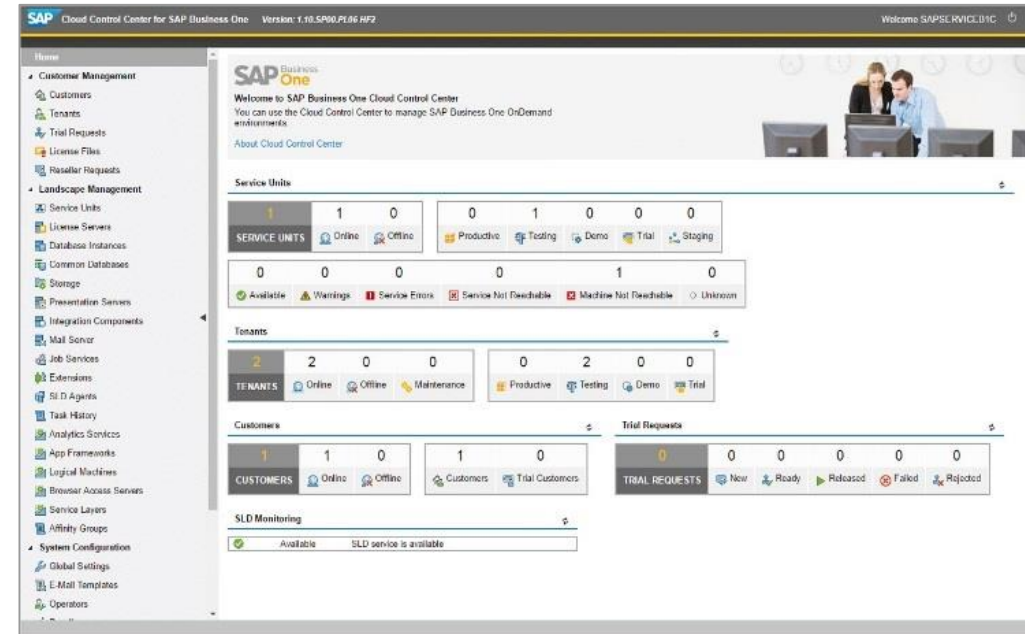
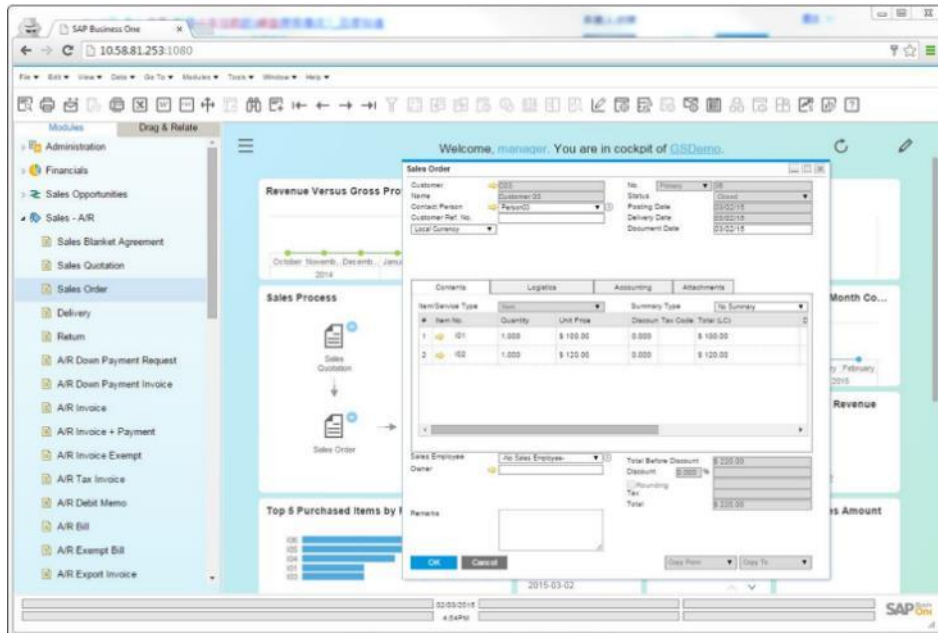
## Key Benefits

- Embedded real-time analytics, innovative scenarios, and high transactional throughput and capacity on the SAP HANA platform

# SAP Business One Cloud Solution

## Key Benefits

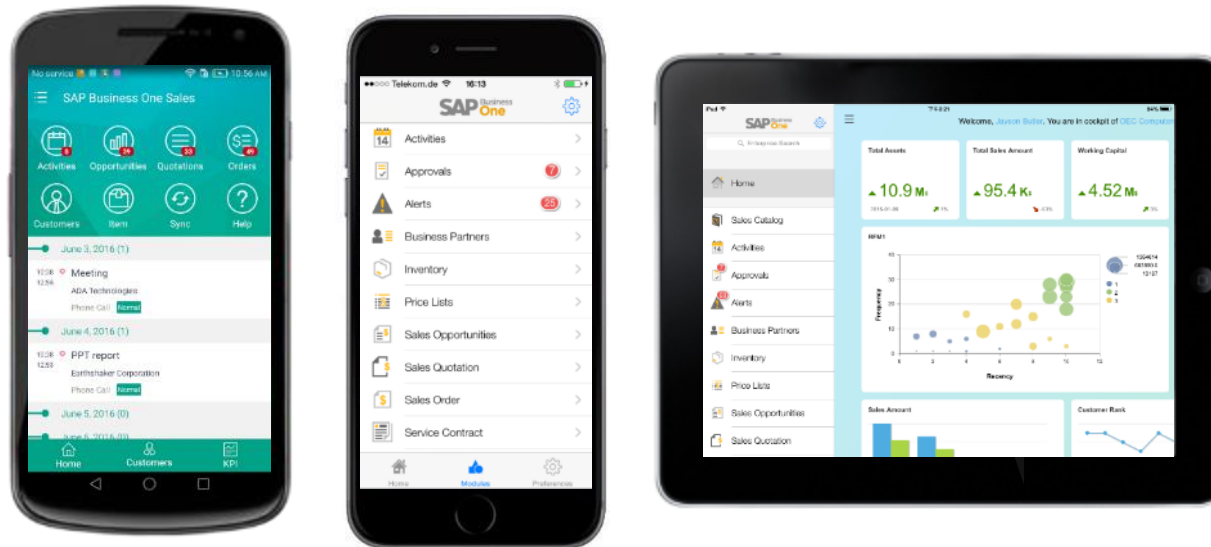
- Easy and affordable deployment
- Secure browser-based access from anywhere, at any time
- Simpler lifecycle management (no fat client installation and upgrade for browser user)
- Scale solution according to business needs
- Manage IT infrastructure with minimal investment; lower TCO
- Solution operated by certified partners with knowledge of local SME business/industry
- Easy to operate via compelling lifecycle management tools at reduced TCO for partners



# SAP Business One Mobile Apps

## Key Benefits

- Instant access for employees who need to view and update data from anywhere
- Integrated analytics enable decisions to be made in real time
- Comprehensive sales and service functions
- Increase productivity of employees on the road



Detailed introduction and free trial:

[SAP Business One sales app](#)



[SAP Business One mobile app for iOS](#)



[SAP Business One mobile app for Android](#)





# Simplified and Automated Lifecycle Management

## With Remote Support Platform 3.2

### Key Benefits

- Automated and centralized maintenance to reduce manual effort
- Reduced training costs for teaching maintenance tasks
- Lower costs for support thanks to detailed system “health checks”
- Improved system availability due to proactive issue reporting
- Fast issue resolution by root cause analysis directly performed in customer environment via secure remote connection
- Faster upgrade process with upgrade readiness verification

The screenshot displays the 'Remote Support Platform for SAP Business One' interface. The top navigation bar includes 'Overview', 'Tasks', 'Task Results', and 'Download & Upload'. The 'Tasks' tab is active, showing a list of tasks with columns: GUID, Name, Description, Version, Priority, Category, Last Execution, and Source. The tasks are categorized by status: All (52), Incoming Tasks (43), Active Tasks (8), Inactive Tasks (0), and Rejected Tasks (1). Below the task list, there is a 'Task Configuration' section with tabs for 'Document', 'General', and 'Communication'. The 'Document' tab is selected, showing a document description and a link to SAP Note 1827389. The bottom status bar indicates 'Agent Service:localhost:40000, Version: 320003, Database Server:'. The SAP Business One logo is visible in the bottom right corner.

GUID	Name	Description	Version	Priority	Category	Last Execution	Source
0001857931	Missing stored procedure	Could not find stored procedure(s)	4	Medium	Health Check	N/A	SAP
0001290011	System Maintenance	System task to limit the total file size o...	2	High	System	2016-10-14 12:00 AM	SAP
0001290086	System Status Report	Analyze the status of SAP Business On...	32	High	Health Check	2016-10-17 1:30 AM	SAP
0001290087	Tasks Retrieval	System task to retrieve tasks	3	High	System	2016-10-14 4:39 PM	SAP
0001290093	Task Results Upload	Upload Task Results	2	High	System	2016-10-17 12:29 PM	SAP
0002221881	Error This entry already exis...	When trying to update batch master d...	2	Medium	Corrective	N/A	SAP
0001580715	Service type AR Credit Mem...	AR Credit Memo of service type appo...	2	Medium	Corrective	2016-10-15 11:53 PM	SAP
9057781354	check warehouses		1	Medium	Simple SQL	2016-05-05 1:05 PM	Partner

# Information for Customers, Prospects, and Partners on SAP Business One



[Public SAP.com Web site](#)



[SAP Business One Academy](#)



[Free Cloud trial](#)



[SAP PartnerEdge Portal](#)  
(partner only)



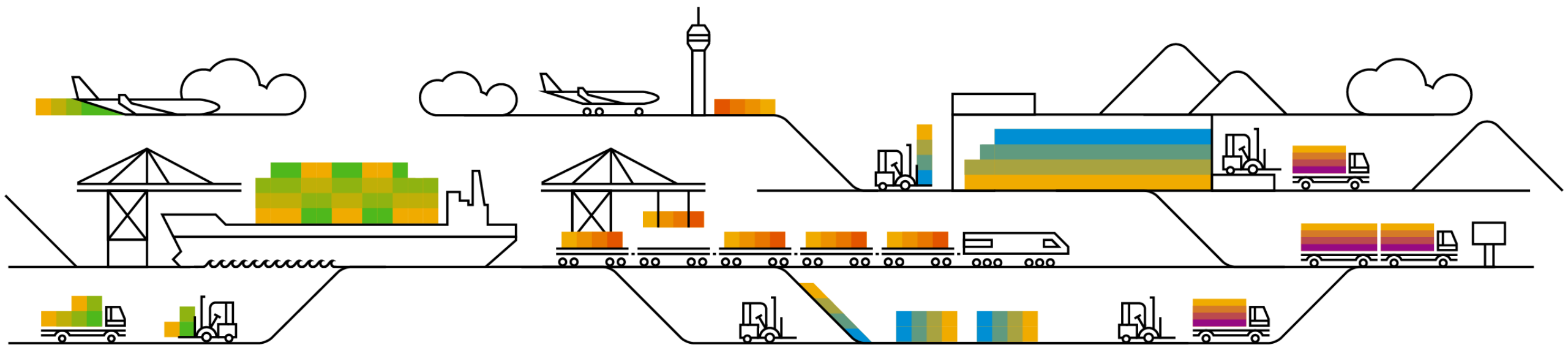
[Global YouTube Channel](#)



[Product Road Map](#)  
(customer and partner only)



Appendix



# Enterprise Search

Search Result

Record 1-10 of 15 resources

View 10 20 40

Select a search template

Search For "maxi printer" Sales A/R Invoice » BP Code Document Date

All

A/R Transaction (83)

▲ Sales A/R Invoice (15)

- ☑ Contact Person
- ☑ Norm Thompson (15)
- ☑ BP Code
- ☑ C20000 (15)
- ☑ BP Name
- ☑ Maxi-Teq (15)
- ☑ Posting Date
- 2010-01-08 - 2016-05-24
- ☑ Due Date
- 2010-02-07 - 2016-05-24
- ☑ Status
- ☑ C(Closed) (14)
- ☑ O(Open) (1)
- ☑ Document Date
- 2010-01-08 - 2016-05-24
- ☑ Sales Employee
- ☑ Sales Manager (15)

▸ Sales Delivery (15)

▸ Sales Order (31)

▸ Sales Quotation (21)

▸ Sales Return (1)

<b>Sales A/R Invoice - 244</b> Find Related	Doc Number: 244 Due Date: 2010-02-07 Customer Ref. No.: Balance Due: 0.000000 Sales A/R Invoice	BP Code: C20000 Document Date: 2010-01-08 Project: Owner:	BP Name: Maxi-Teq Remarks: Based on Deliveries 2... Contact Person: Norm Thompson	Status: C(Closed) Total: 790.760000 Sales Employee:	
<b>Sales A/R Invoice - 264</b> Find Related	Doc Number: 264 Due Date: 2010-12-07 Customer Ref. No.: Balance Due: 0.000000 Sales A/R Invoice	BP Code: C20000 Document Date: 2010-11-07 Project: Owner:	BP Name: Maxi-Teq Remarks: Based on Sales Quot... Contact Person: Norm Thompson	Status: C(Closed) Total: 790.760000 Sales Employee: Sales Manager	Posting Date: 2010-11-07 Track No.: Shipping Type: UPS Ground
<b>Sales A/R Invoice - 367</b> Find Related	Doc Number: 366 Due Date: 2014-04-02 Customer Ref. No.: Balance Due: 0.000000 Sales A/R Invoice	BP Code: C20000 Document Date: 2014-03-03 Project: Owner:	BP Name: Maxi-Teq Remarks: Based on Sales Quota... Contact Person: Norm Thompson	Status: C(Closed) Total: 105.440000 Sales Employee: Sales Manager	Posting Date: 2014-03-03 Track No.: Shipping Type: UPS Ground
<b>Sales A/R Invoice - 404</b> Find Related	Doc Number: 403 Due Date: 2014-04-06 Customer Ref. No.: Balance Due: 0.000000 Sales A/R Invoice	BP Code: C20000 Document Date: 2014-03-07 Project: Owner:	BP Name: Maxi-Teq Remarks: Basierend auf Angeb... Contact Person: Norm Thompson	Status: C(Closed) Total: 910.260000 Sales Employee: Sales Manager	Posting Date: 2014-03-07 Track No.: Shipping Type: UPS Ground
<b>Sales A/R Invoice - 421</b> Find Related	Doc Number: 420 Due Date: 2014-07-13 Customer Ref. No.: Balance Due: 0.000000 Sales A/R Invoice	BP Code: C20000 Document Date: 2014-06-13 Project: Owner:	BP Name: Maxi-Teq Remarks: Basierend auf Angeb... Contact Person: Norm Thompson	Status: C(Closed) Total: 414.710000 Sales Employee: Sales Manager	Posting Date: 2014-06-13 Track No.: Shipping Type: UPS Ground
<b>Sales A/R Invoice - 608</b> Find Related	Doc Number: 607 Due Date: 2015-02-08 Customer Ref. No.: Balance Due: 0.000000 Sales A/R Invoice	BP Code: C20000 Document Date: 2015-01-09 Project: Owner:	BP Name: Maxi-Teq Remarks: Basierend auf Angeb... Contact Person: Norm Thompson	Status: C(Closed) Total: 4683.070000 Sales Employee:	Posting Date: 2015-01-09 Track No.: Shipping Type:

Search Template

Template Name Sales Invoices

Save Cancel Remove

## Feature

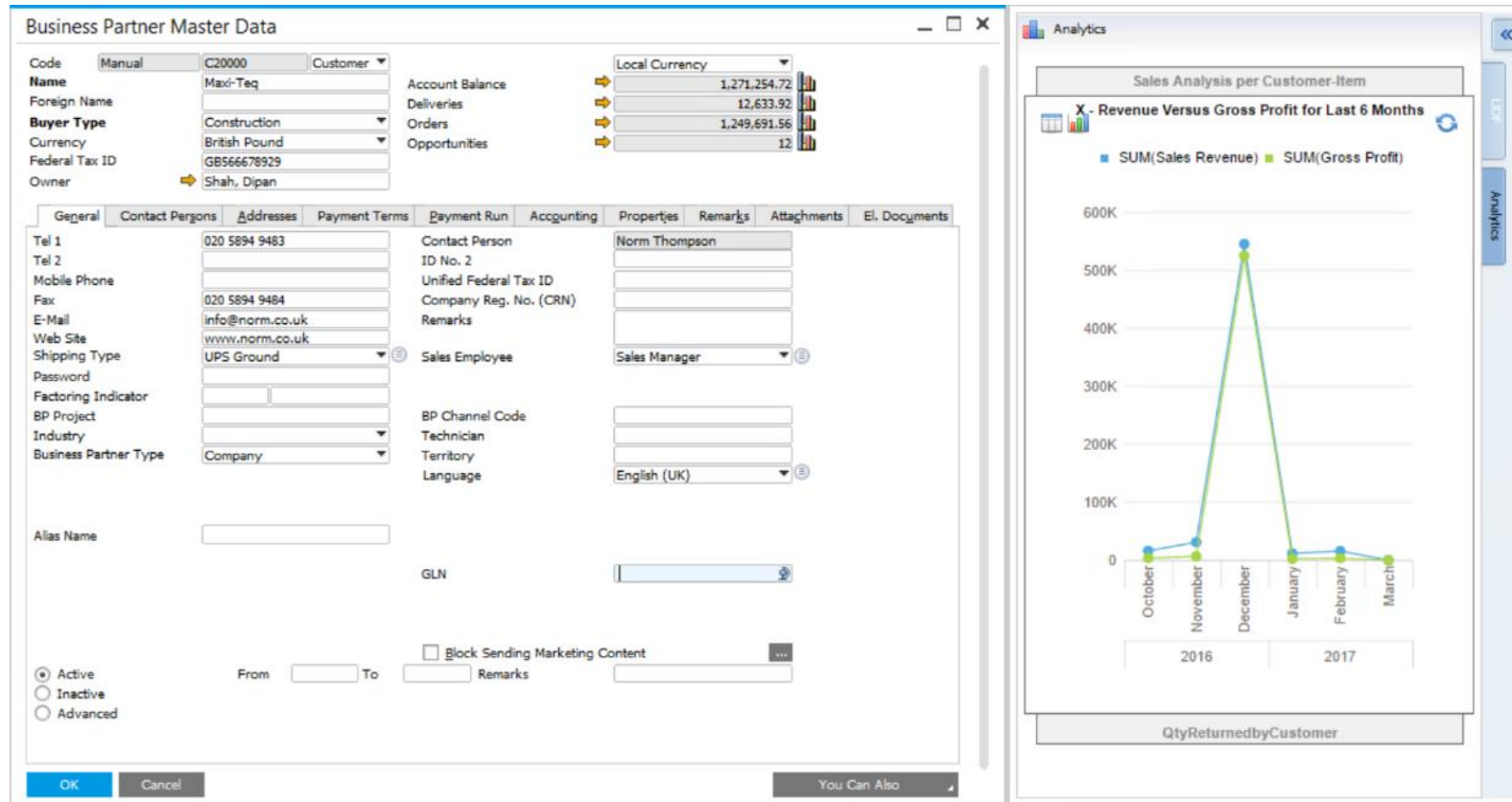
- Search Templates
- Filter on dates
- Sort results

## Benefit

- Access the most relevant SAP Business One data with freestyle search
- Locate business information just as you would do a search on the internet
- Enjoy a seamless user experience



# Dashboards



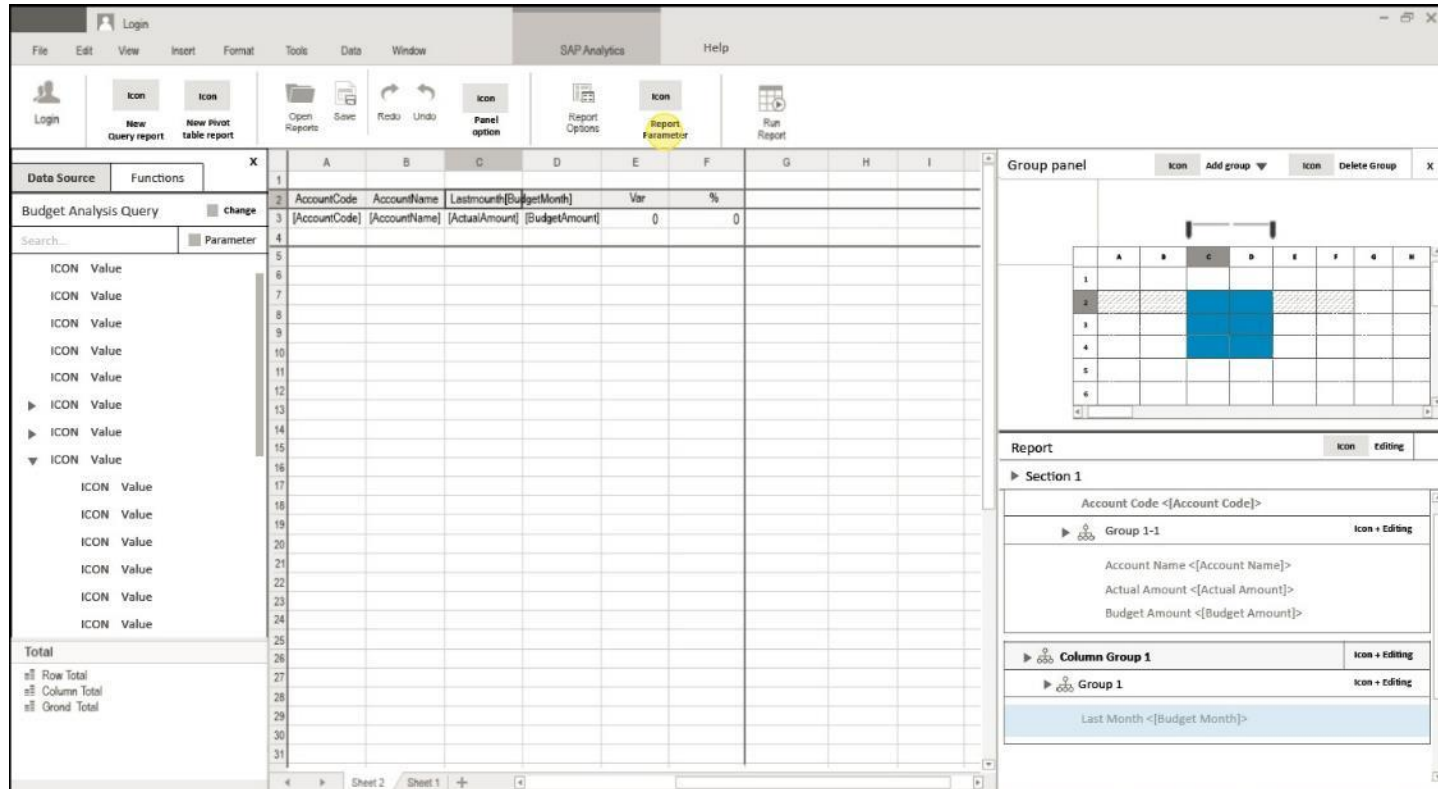
## Feature

- Embed analytical content in transaction screens
- Enable front line employees to see data needed to make business decisions – at the moment it's needed

## Benefit

- Reflect transactional activity as it happens with real-time analysis
- Predict future behavior with forecasting capabilities

# Interactive Analysis Report Designer (based on Microsoft Excel)



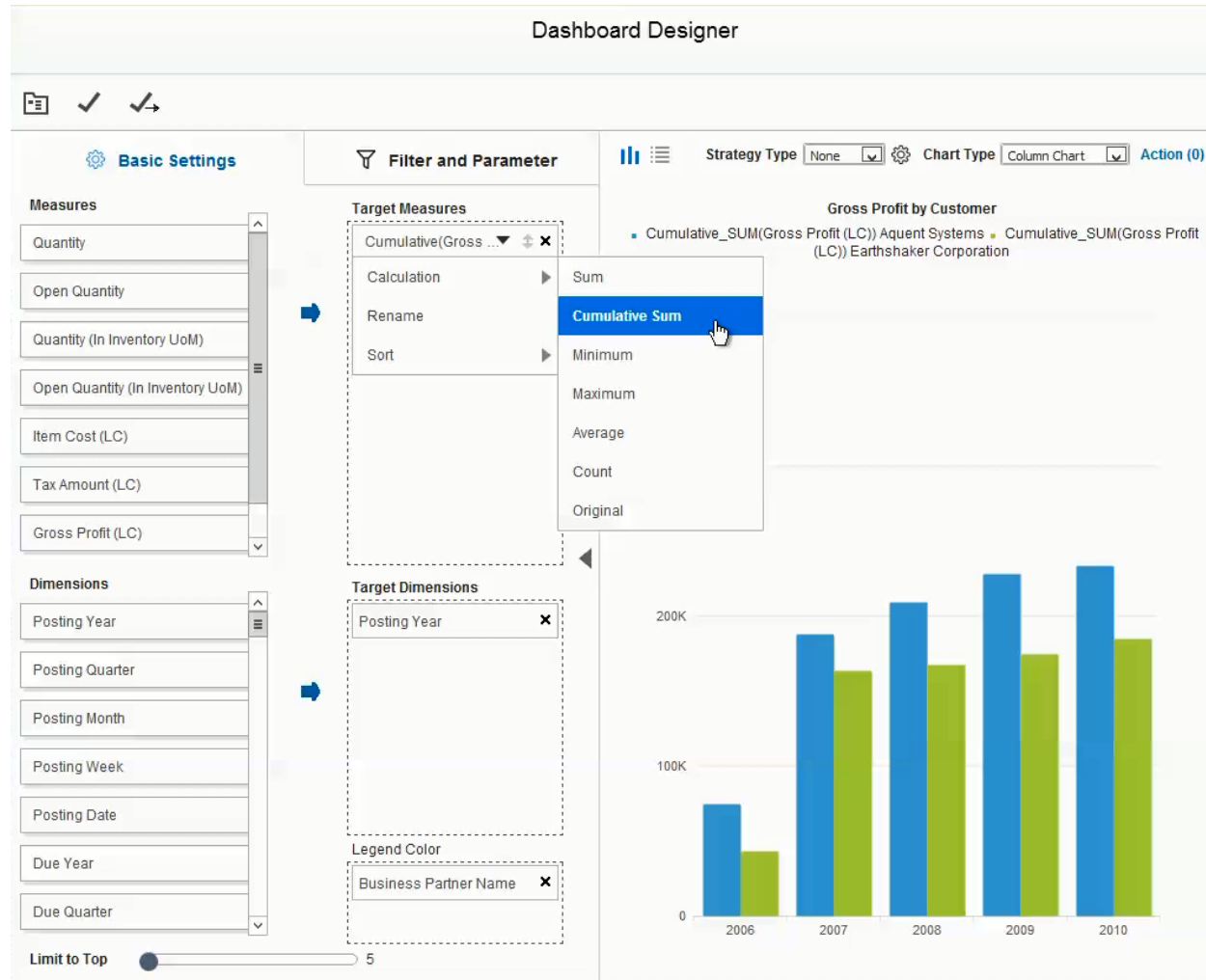
## Feature

- Reporting and analytical tool based on MS Excel (plugin).
- Utilizes SAP Business One Semantic Layer (SAP HANA views) as data sources.

## Benefit

- Leverage the power of Excel with its plugin for easy reporting, manipulation of data and layout design.
- Enables flexible and better decision-making.
- Customers and end users can design Excel-based reports themselves

# Pervasive Analytics Designer



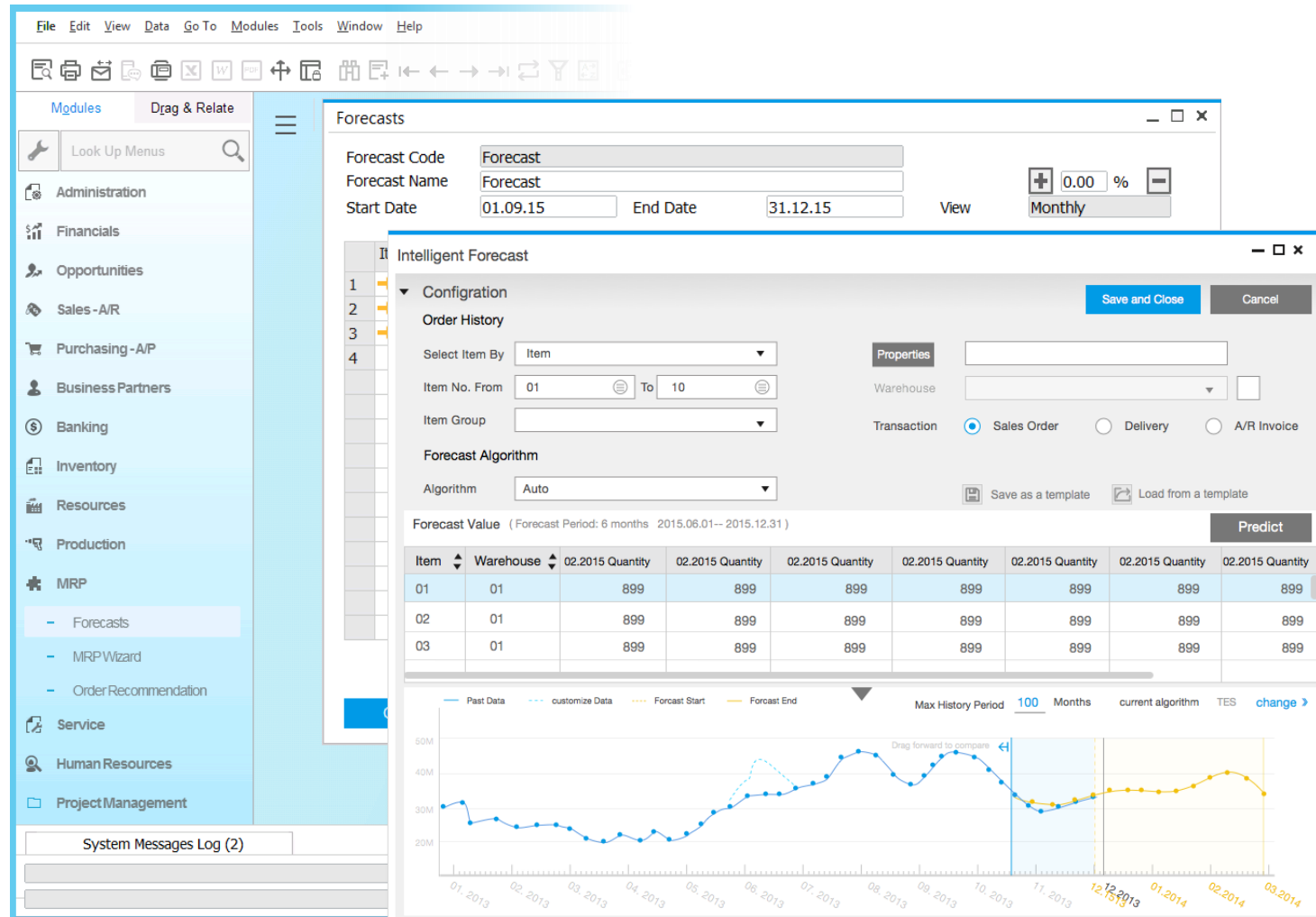
## Feature

- Use legend color to display more data series in one graph.
- More date types, e.g. year-month, year-quarter
- Time slider function for a clearer view of trends.
- Measure settings supports more calculation types: Cumulative Sum, Minimum, Maximum, and Count.

## Benefit

- More options and flexibility to analyze data and build more powerful dashboards.

# Apps: Intelligent Forecast



## Feature

- Statistical forecast with built-in models, incorporating trends and seasonal factors.
  - TESM (Triple Exponential Smoothing)
  - LRDTSA (Linear Regression with Damped Trend and Seasonal Adjust)
- SAP Business One automatically selects the best algorithm.
- Hindcast to dynamically adjust outlier and what-if scenarios.
- Forecast results can be used in MRP wizard.

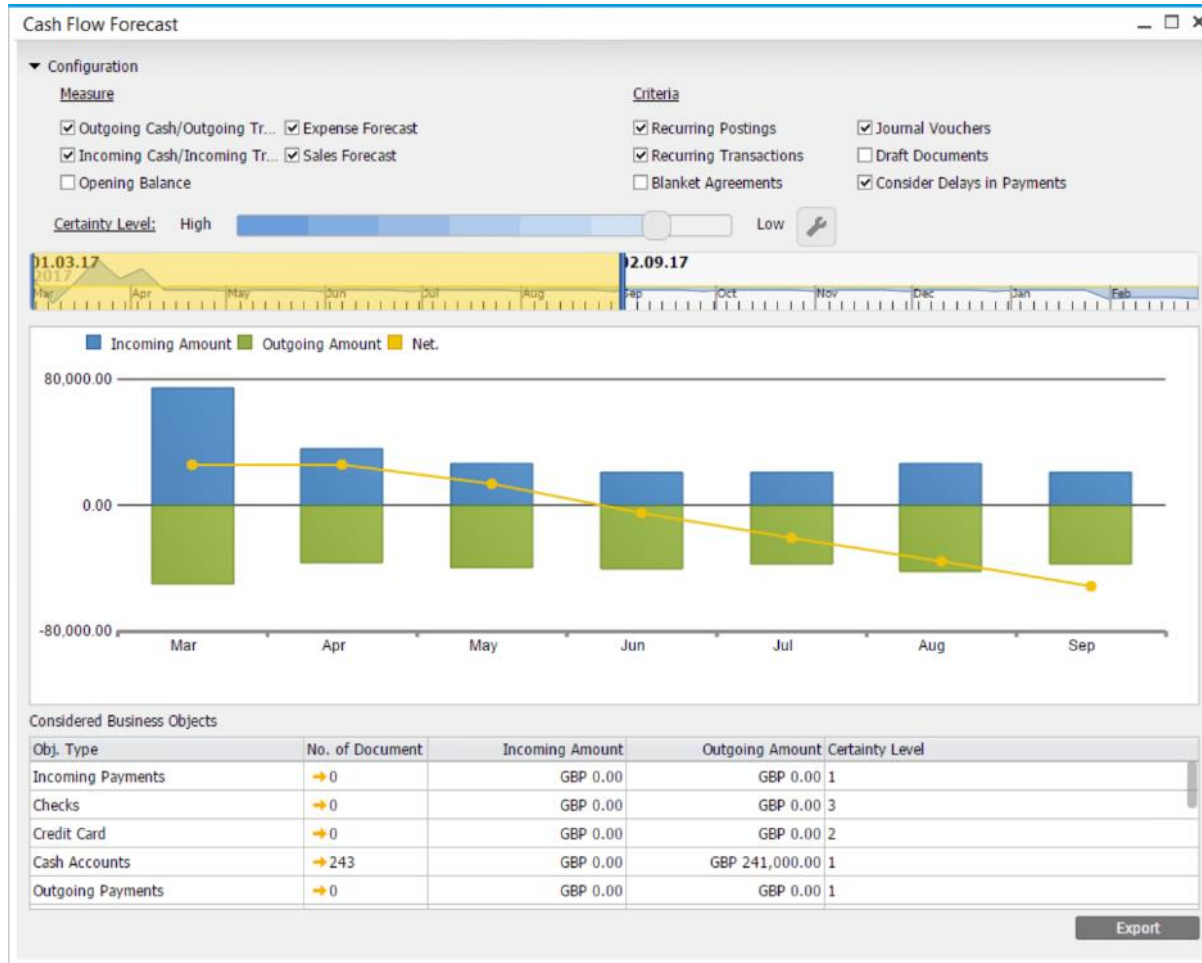
## Benefit

- Easily forecast and leverage what-if-analysis to improve decision-making.



# SAP Business One YouTube videos of apps

## Cash flow forecast



## Available-to-promise

**Delivery Schedule Management**

Item: 000001 - 1.8. Offprint (4)

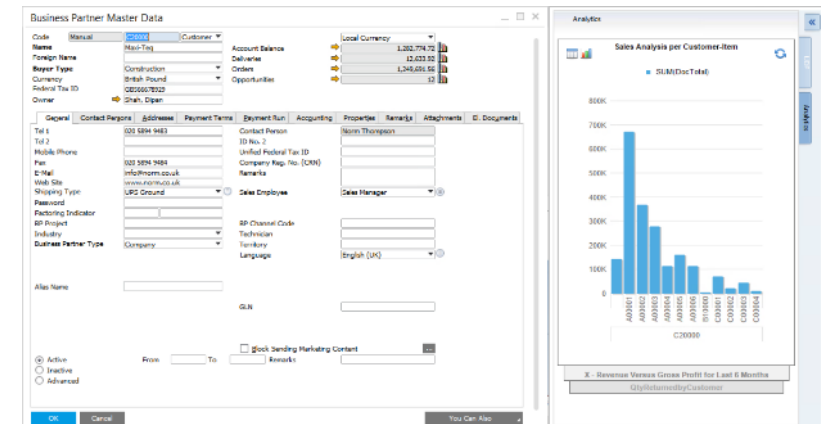
Sort by: Delivery Date - Ascending

Target Document: Sales Order No. 176 / Line 1

Document	Business Partner	Qty (Inv. Unit)	Confirmed	Delivery Date
16 Sales Order No. 176 / Line 1	000001	10	10 / 10	17.11.16
22 Sales Order No. 176 / Line 1	000001	1	1 / 1	18.12.15
18 Sales Order No. 176 / Line 1	000001	10	10 / 10	22.12.15
15 Sales Order No. 176 / Line 1	000001	100	100 / 100	01.12.15
20 Sales Order No. 176 / Line 1	000001	15	0 / 15	05.11.15
21 Sales Order No. 176 / Line 1	000001	12	0 / 12	05.11.15
24 Sales Order No. 176 / Line 1	000001	20	10 / 20	20.12.14
23 Sales Order No. 176 / Line 1	000001	5	0 / 5	04.12.14

**Process Cancel**

## Pervasive analytics



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